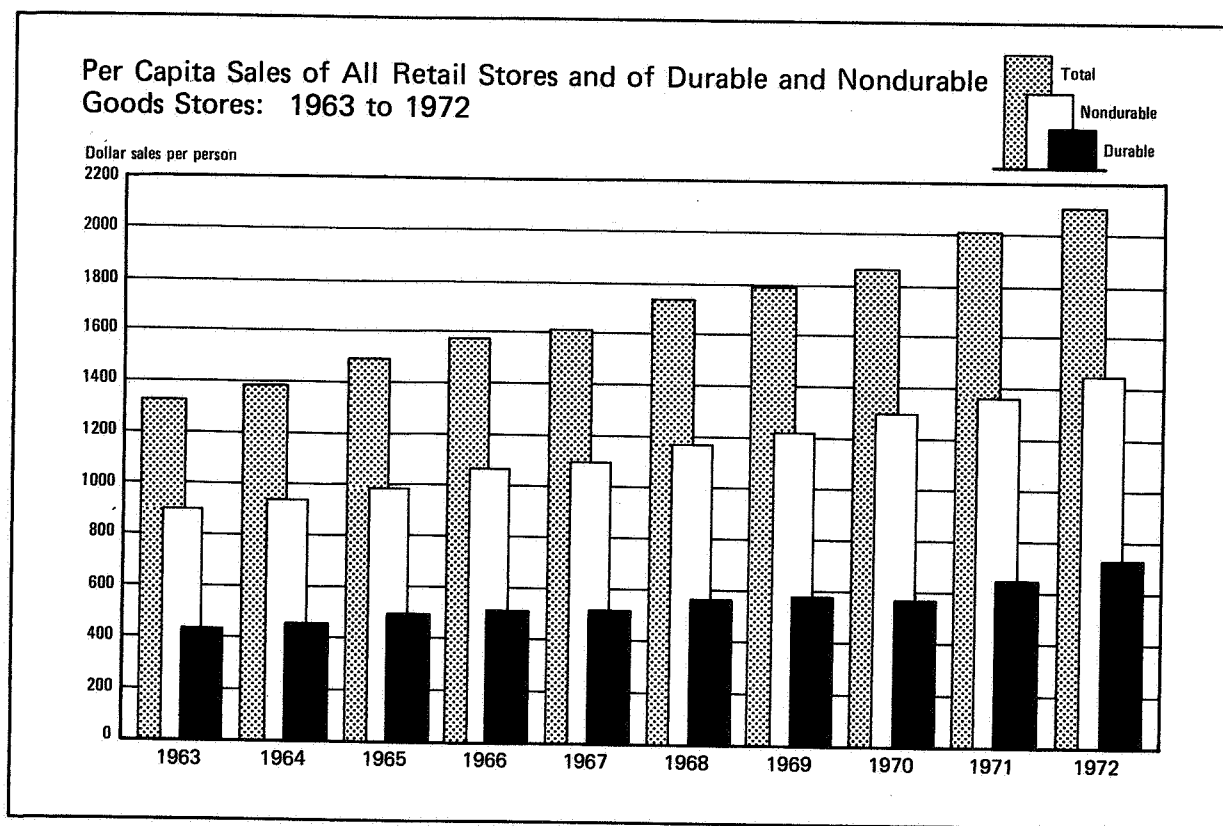


# 1972 Retail Trade

Issued: January 1974

BR-72-13

## Annual Sales and Purchases, Year-End Inventories, and Accounts Receivable of Retail Stores, by Kind of Business



U.S. DEPARTMENT OF COMMERCE | Social and Economic Statistics Administration | BUREAU OF THE CENSUS

Data on the retail trade, published in the Weekly Retail Sales Report, Advance Monthly Retail Sales Report, the Monthly Retail Trade Report, and the Annual Retail Trade Report are available on a single subscription from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402, at \$30.10 per year. Add \$7.55 for each subscription to a foreign address. Single copies of the Monthly Retail Trade Report are available from Publications Distribution Section, Social and Economic Statistics Administration, Washington, D.C., 20233 at 40 cents each.

# **U. S. DEPARTMENT OF COMMERCE**

**Frederick B. Dent, Secretary**

**Sidney L. Jones, Assistant Secretary  
for Economic Affairs**

## **Social and Economic Statistics Administration**

**Edward D. Failor, Administrator**

### **BUREAU OF THE CENSUS**

**Vincent P. Barabba, Director**

**Robert L. Hagan, Deputy Director**

**James W. Turbitt, Associate Director  
for Economic Fields**

#### **BUSINESS DIVISION**

**Max Shor, Chief**

\* \* \*

**ACKNOWLEDGMENTS**—This report was prepared in the Business Division under the general direction of Melvin Hendry, Assistant Division Chief, Current Programs. Work was carried out under the supervision of Irving True, Chief, Retail Stocks, Purchases, and Weekly Sales Branch, by William Owens. Staff assistance was provided by Tyler Sturdevant, Assistant Division Chief, Research and Methodology, and Paul Shapiro, Assistant Division Chief, Staff and Special Projects.

\* \* \*

Library of Congress Card No. 55-60385

#### **SUGGESTED CITATION**

**U.S. Bureau of the Census. *Annual Retail Trade Report: 1972*  
Washington, D.C., January 1974**

# CONTENTS

	Page
Annual Sales . . . . .	1
Merchandise Purchases . . . . .	10
Merchandise Inventories . . . . .	12
Accounts Receivable . . . . .	16
Sample Design and Reliability of the Data . . . . .	18

## Tables

1. Estimated Sales of All Retail Stores in the United States, by Kind of Business: 1972 and 1971 . . . . .	1
2. Estimated Sales of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II Stores) in the United States, by Kind of Business: 1972 and 1971 . . . . .	2
3. Estimated Sales of All Retail Stores by Geographic Region and Kind of Business: 1972 and 1971 . . . . .	4
4. Estimated Sales of All Retail Stores by Selected Kinds of Business for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas: 1972 and 1971 . . . . .	4
5. Per Capita Sales of All Retail Stores in the United States, by Geographic Region and Kind of Business: 1972 and 1971 . . . . .	5
6. Estimated Annual and Per Capita Sales of All Retail Stores for Specified Large States: 1972 and 1971 . . . . .	6
7. Estimated Annual and Per Capita Sales of All Retail Stores by Geographic Division and Kind of Business: 1972 and 1971 . . . . .	7
8. Estimated Sales of All Stores and of Organizations Operating 11 or More Retail Stores, by Type of Sale--Cash, Charge, and Installment--United States, by Kind of Business: 1972 . . . . .	9
9. Estimated Cost of Merchandise Purchased by All Retail Stores in the United States, by Kind of Business: 1972 and 1971 . . . . .	11
10. Estimated Cost of Merchandise Purchased by Retail Stores of Organizations Operating 11 or More Retail Stores in the United States, by Kind of Business: 1972 and 1971 . . . . .	11
11. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses in the United States, by Kind of Business: End of Year 1972 and 1971 . . . . .	13
12. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses of Organizations Operating 11 or More Retail Stores in the United States, by Kind of Business: End of Year 1972 and 1971 . . . . .	14
13. Accounts Receivable of All Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1972 and 1971 . . . . .	17
14. Accounts Receivable of Retail Stores of Organizations Operating 11 or More Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1972 . . . . .	17
15. Estimated Sampling Variability for Sales, Purchases, and Inventory Estimates . . . . .	19
16. Estimated Range of Sampling Variability of Sales of All Retail Stores for Geographic Regions, by Kind of Business . . . . .	20
17. Estimated Range of Sampling Variability of Sales for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas . . . . .	20

# CONTENTS (continued)

## Tables (continued)

	Page
18. Estimated Range of Sampling Variability of Sales for Geographic Divisions, by Kind of Business . . . . .	20
19. Estimated Range of Sampling Variability of All Retail Stores for Specified Large States . . . . .	21
20. Sampling Variability for Accounts Receivable Estimates of Retail Stores . . . . .	21
21. Sampling Variability for Sales Estimates of Retail Stores, by Cash-Credit Type . . . . .	22

## Figures

1. Estimated Sales of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II), by Selected Kinds of Business: 1972 . . .	2
2. Estimated Total, Durable, and Nondurable Goods Stores Sales, by Geographic Regions: 1972 . . . . .	3
3. Per Capita Sales of Selected Kinds of Business of All Retail Stores in the United States: 1972 and 1971 . . . . .	6
4. Percent Distribution of Sales-Cash, Charge, and Installment: 1972 . . . . .	8
5. Total Cost of Merchandise Purchased by all Retail Stores in the United States, by Kind of Business Groups: 1972 . . . . .	10
6. Total Merchandise Inventories of All Retail Stores and Warehouses, by Major Kind-of-Business Groups: End of Year 1972 . . . . .	12
7. Sales-Inventory Ratios of All Retail Stores and Group II Stores, by Selected Kinds of Business: 1972 . . . . .	15
8. Total Accounts Receivable, Charge and Installment Accounts of All Retail Stores: End of Year 1972 . . . . .	16

## Appendixes

A. Explanation of Terms . . . . .	23
B. Geographic Regions and Divisions . . . . .	24
C. Definitions of Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas Included in This Report . . . . .	25

## ANNUAL SALES

### Year-to-Year Comparisons

All Retail Stores--Sales of all retail stores in the United States totaled \$448 billion in 1972, an increase of 10 percent over total 1971 sales. Annual sales of nondurable goods stores increased 8 percent over the previous year while durable goods stores showed a 14 percent increase over the previous year.

All major kind-of-business groups showed percentage increases in comparison with 1971 levels, with the largest increase (16 percent) reported by the building materials, hardware and farm equipment group. In the nondurable goods category, the largest increase (10 percent) was reported by the general merchandise group with nonstores. The food group, apparel group, gasoline service stations and drug and proprietary stores each showed a 6 percent increase over the previous year. Following the general upward trend were eating and drinking places (9 percent) and liquor stores (5 percent).

In the durable goods category the furniture and appliance group showed a 15 percent increase while sales in the automotive group were up 12 percent.

**Multinuit Organizations**--Annual sales of organizations operating 11 or more retail stores showed an increase of 10 percent over 1971 for all kinds of businesses combined. A sales gain of 10 percent over 1971 was shown by nondurable goods stores and sales of durable goods stores showed a gain of 7 percent. Compared with 1971 the furniture and appliance group showed a 19 percent increase while tire, battery, accessory dealers showed a 7 percent increase for the same period. In the nondurable goods category, the largest increase (12 percent) was reported by both the general merchandise group with nonstores and drug and proprietary stores. Sales increases were also reported by the food group (8 percent); eating and drinking places (6 percent); and the apparel group (5 percent).

**Table 1. Estimated Sales of All Retail Stores in the United States, by Kind of Business: 1972 and 1971**

(Millions of dollars)

Kind of business	1972	1971	Percent change	Kind of business	1972	1971	Percent change
Retail stores, total.....	448,379	408,850	+10	Apparel group.....	21,993	20,804	+6
Total (excluding automotive group).....	359,767	329,934	+9	Men's, boys' wear stores <sup>2</sup> .....	5,198	4,727	+10
Durable goods stores, total.....	149,659	131,814	+14	Men's, boys' clothing, furnishings stores.....	5,112	4,610	+11
Nondurable goods stores, total.....	298,720	277,036	+8	Women's apparel, accessory stores <sup>3</sup> .....	8,386	8,193	+2
Food group.....	95,020	89,239	+6	Women's ready-to-wear stores.....	7,187	7,023	+2
Grocery stores.....	88,340	82,793	+7	Family clothing stores.....	3,868	3,680	+5
Meat and fish (seafood) markets.....	2,561	2,386	+7	Shoe stores.....	3,774	3,532	+7
Bakery products stores.....	1,306	1,317	-1	Furniture and appliance group.....	21,315	18,560	+15
Eating and drinking places.....	33,891	31,131	+9	Furniture, home furnishing stores.....	12,550	11,004	+14
Eating places.....	26,782	24,507	+9	Furniture stores.....	9,321	8,331	+12
Restaurants, cafeterias, lunchrooms	20,872	19,062	+9	Household appliance, TV, <sup>3</sup> radio stores..	7,029	6,221	+13
Drinking places.....	7,109	6,624	+7	Household appliance dealers.....	4,634	4,001	+16
General merchandise group with nonstores.....	74,903	68,134	+10	Building materials, hardware, farm equipment group.....	26,710	23,032	+16
General merchandise group without nonstores (except department stores mail order).....	68,936	62,242	+11	Building materials and hardware, total <sup>4</sup>	20,238	17,378	+16
Department stores and dry goods, general merchandise stores.....	56,181	50,969	+10	Lumber and other building materials dealers <sup>4</sup> .....	15,973	13,733	+16
Department stores.....	46,302	42,027	+10	Hardware stores.....	4,265	3,645	+17
Variety stores.....	7,756	6,972	+11	Automotive group.....	88,612	78,916	+12
Mail order houses (department store merchandise) <sup>1</sup> .....	4,997	4,301	+16	Passenger car, other automotive dealers	81,521	72,538	+12
				Passenger car dealers <sup>5</sup> .....	74,842	67,583	+11
				Passenger car dealers (franchised).....	69,490	63,034	+10
				Tire, battery, accessory dealers.....	7,091	6,378	+11
				Gasoline service stations.....	31,044	29,163	+6
				Drug and proprietary stores.....	14,523	13,736	+6
				Liquor stores.....	9,215	8,773	+5

Note: Measures of sampling variability are provided on page 19. U.S. and group totals include kinds of business not shown separately.

<sup>1</sup>Includes sales made by mail order catalogue desks located within department stores of mail order firms.

<sup>2</sup>Includes men's, boys' clothing; furnishings stores; and custom tailors.

<sup>3</sup>Includes women's ready-to-wear, other apparel, accessory, specialty shops, and furriers.

<sup>4</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

<sup>5</sup>Includes both franchised and nonfranchised car dealers.

**Table 2. Estimated Sales of Retail Stores of Organizations Operating 11 or More Retail Stores (Group II) in the United States, by Kind of Business: 1972 and 1971**

(Millions of dollars)

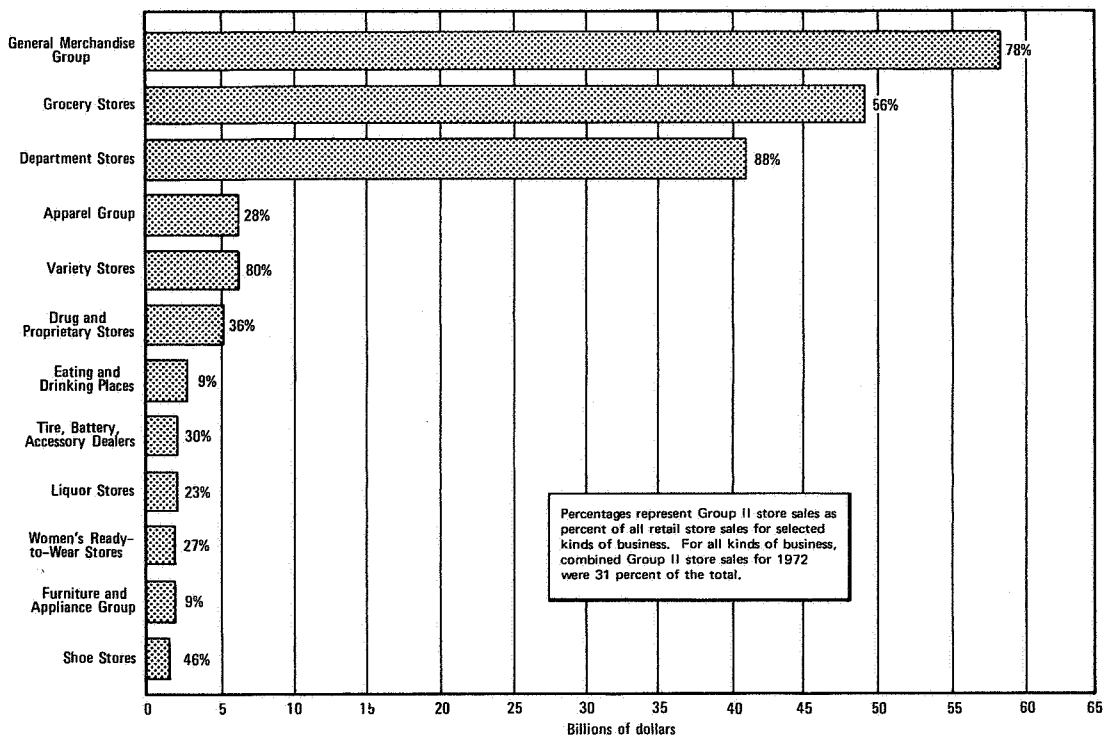
Kind of Business	1972	1971	Percent change	Kind of business	1972	1971	Percent change
Retail stores, total.....	137,650	125,607	+10	Apparel group.....	6,055	5,741	+5
Durable goods stores, total.....	9,053	8,455	+7	Men's, boys' wear stores <sup>1</sup> .....	782	750	+4
Nondurable goods stores, total.....	128,597	117,152	+10	Women's apparel, accessory stores <sup>2</sup> ..	2,194	2,123	+3
Food group.....	49,823	45,954	+8	Women's ready-to-wear stores.....	1,942	1,898	+2
Grocery stores.....	49,206	45,235	+9	Shoe stores.....	1,737	1,498	+16
Eating and drinking places.....	2,887	2,716	+6	Furniture and appliance group.....	1,902	1,600	+19
General merchandise group with nonstores.	58,113	52,092	+12	Tire, battery, accessory dealers.....	2,094	1,955	+7
General merchandise group without nonstores (except department store mail order).....	55,100	49,008	+12	Drug and proprietary stores.....	5,246	4,693	+12
Department stores and dry goods, general merchandise stores.....	44,366	39,579	+12	Liquor stores.....	2,094	2,021	+4
Department stores.....	40,795	36,544	+12				
Variety stores.....	6,191	5,398	+15				

Note: U.S. and group totals include kinds of business not shown separately.

<sup>1</sup>Includes men's, boys' clothing; furnishings stores; and custom tailors.

<sup>2</sup>Includes women's ready-to-wear, other apparel, accessory, specialty shops; and furriers.

**Figure 1. Estimated Sales of Retail Stores of Organizations Operating 11 or more Retail Stores (Group II), by Selected Kinds of Business: 1972**



**Distribution of Sales by Region,  
Division, Selected State,  
and Specified MSA**

The South region accounted for 132.9 billion or 29.6 percent of total 1972 United States retail sales. The largest portion of regional sales were made in the South Atlantic division with \$68.6 billion followed by the West South Central division with \$40.3 billion (of which the State of Texas accounted for 24.7 billion) and the East South Central division with \$24.0 billion.

Retail sales in the North Central States, second among the four regions, amounted to \$127.7 billion, 28.5 percent of total retail sales for the United States. The East North Central and West North Central divisions totaled \$89.7 billion and \$38.0 billion, respectively, of the region's total. In the East North Central division, Illinois had sales of \$26.2 billion, up 5 percent over 1971; Ohio had \$22.7 billion up 9 percent; and Michigan had \$19.8 billion, up 8 percent.

The Northeast region had retail sales totaling \$104.8 billion or 23.4 percent of the United States total, with the Middle Atlantic and New England divisions accounting for \$78.5 billion and \$26.3 billion, respectively. In the Middle Atlantic division, New York State led with total sales of \$37.9 billion, followed by Pennsylvania with \$24.2 billion and New Jersey with \$16.4 billion.

In the West region, retail sales totaled \$82.9 billion, 18.5 percent of the United States total. The Pacific division accounted for \$62.3 billion or 75.1 percent of the region's total, with California having \$47.0 billion of the division total. The Mountain division accounted for \$20.6 or 24.9 percent of the region's sales.

For the nine standard metropolitan statistical areas for which total retail sales are shown, 1972 annual sales ranged from \$23.5 billion for New York to \$4.8 billion for Pittsburgh. Sales of the GAF group, i.e., general merchandise (including all nonstores), apparel, and furniture and appliance groups, for the 16 specified SMSA's ranged from \$7.5 billion for New York to \$1.2 billion for Cleveland.

**Figure 2. Estimated Total, Durable, and Nondurable Goods  
Stores Sales, by Geographic Regions: 1972**

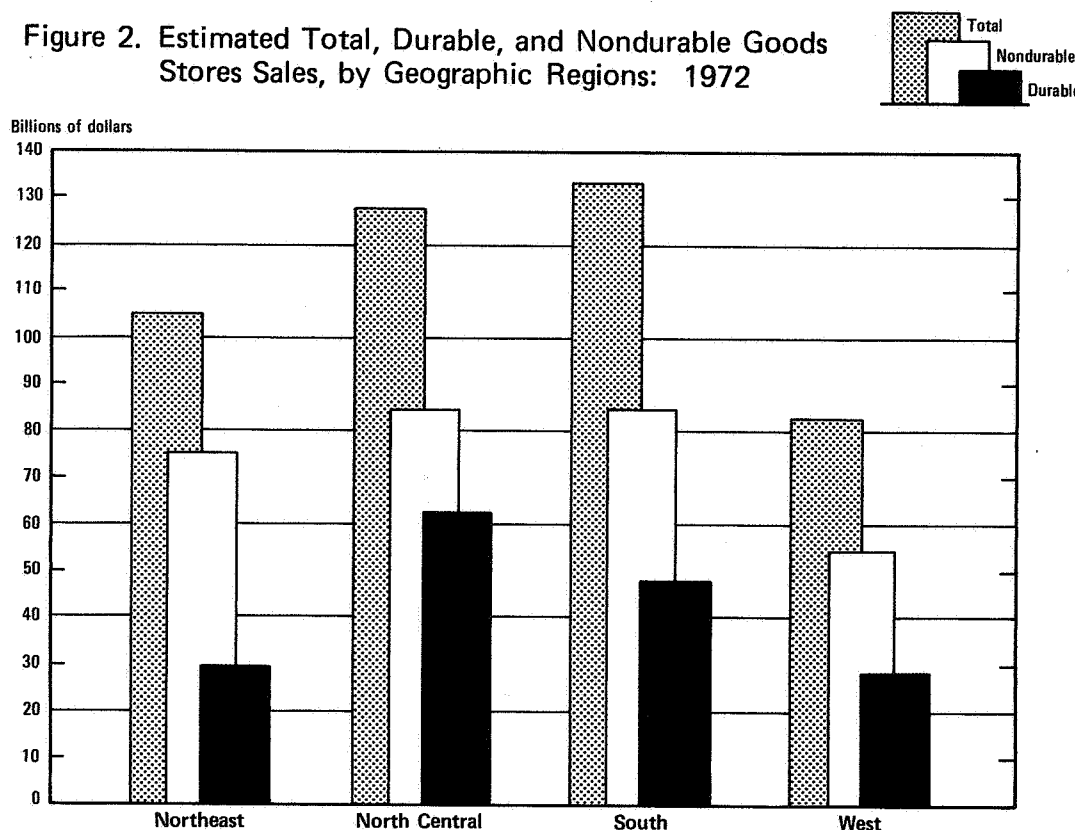


Table 3. Estimated Sales of All Retail Stores, by Geographic Region and Kind of Business: 1972 and 1971

(Millions of dollars)

Kind of business	Northeastern States			North Central States			The South			The West		
	1972	1971	Percent change	1972	1971	Percent change	1972	1971	Percent change	1972	1971	Percent change
Retail stores, total.....	104,809	99,444	+5	127,678	117,366	+9	132,945	118,571	+12	82,947	73,469	+13
Total (excl. auto. group)...	(NA)	(NA)	(NA)	102,650	94,444	+9	103,038	92,941	+11	(NA)	(NA)	(NA)
Durable goods stores, total.....	29,917	27,743	+8	43,096	38,852	+11	48,163	41,128	+17	28,483	24,091	+18
Nondurable goods stores, total.....	74,892	71,701	+4	84,582	78,514	+8	84,782	77,443	+9	54,464	49,378	+10
Food group.....	24,826	23,585	+5	25,038	23,705	+6	28,077	26,200	+7	17,079	15,749	+8
Grocery stores.....	21,888	20,800	+5	23,566	22,208	+6	26,983	25,128	+7	15,903	14,657	+9
Eating and drinking places.....	8,587	8,126	+6	9,815	9,158	+7	8,054	7,300	+10	7,435	6,547	+14
GAF <sup>1</sup> , total.....	29,494	28,050	+5	33,623	30,465	+10	34,235	30,637	+12	20,859	18,346	+14
General merchandise group with nonstores.....	17,910	17,046	+5	22,247	20,201	+10	21,555	19,234	+12	13,191	11,653	+13
Department stores.....	11,323	10,754	+5	13,663	12,414	+10	12,513	11,091	+13	8,803	7,768	+13
Apparel group.....	6,376	6,311	+1	5,885	5,387	+9	6,159	5,778	+7	3,573	3,328	+7
Furniture and appliance group	5,208	4,693	+11	5,491	4,877	+13	6,521	5,625	+16	4,095	3,365	+22
Building materials, hardware, farm equipment group.....	4,144	3,732	+11	9,574	8,304	+15	8,196	6,936	+18	(NA)	(NA)	(NA)
Automotive group.....	(NA)	(NA)	(NA)	25,028	22,922	+9	29,907	25,630	+17	(NA)	(NA)	(NA)
Gasoline service stations.....	6,620	6,145	+8	8,920	8,514	+5	9,696	8,820	+10	5,808	5,684	+2
Drug and proprietary stores....	3,048	3,070	-1	3,878	3,682	+5	4,442	4,121	+8	3,155	2,863	+10

Note: Estimates are based on a sample. (See sampling variabilities on page 20.) Totals include data for kinds of business not shown separately. States in geographic regions are shown on page 24.

NA Not available.

<sup>1</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

Table 4. Estimated Sales of All Retail Stores by Selected Kinds of Business for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas: 1972 and 1971

(Millions of dollars)

Statistical area	1972	1971	Percent change	Statistical area	1972	1971	Percent change
STANDARD CONSOLIDATED AREAS <sup>1</sup>				STANDARD METROPOLITAN STATISTICAL AREAS <sup>1</sup> --Continued			
Chicago, Ill.--Northwestern Indiana, total.....	18,715	17,779	+5	Los Angeles-Long Beach, Calif., total..	16,574	15,315	+8
Nondurable goods stores.....	13,212	12,595	+5	Nondurable goods stores.....	11,690	10,918	+7
GAF <sup>2</sup> .....	6,511	6,023	+8	GAF <sup>2</sup> .....	4,756	4,350	+9
New York, N.Y.--Northeastern New Jersey, total.....	33,949	32,592	+4	Minneapolis-St. Paul, Minn., GAF <sup>2</sup> .....	1,482	1,356	+9
Nondurable goods stores.....	25,459	24,378	+4	New York, N.Y.--Nassau-Suffolk, N.Y. total <sup>4</sup> .....	23,467	22,586	+4
GAF <sup>2</sup> .....	10,638	10,406	+2	Nondurable goods stores.....	17,909	17,041	+5
STANDARD METROPOLITAN STATISTICAL AREAS <sup>1</sup>				GAF <sup>2</sup> .....	7,463	7,481	0
Baltimore, Md., GAF <sup>2</sup> .....	1,270	1,142	+11	Philadelphia, Pa., total.....	10,294	9,556	+8
Boston, Mass., GAF <sup>2</sup> .....	2,131	2,090	+2	Nondurable goods stores.....	7,252	6,953	+4
Chicago, Ill., total.....	17,171	16,302	+5	GAF <sup>2</sup> .....	3,073	2,977	+3
Nondurable goods stores.....	12,141	11,586	+5	Pittsburgh, Pa., total.....	4,829	4,538	+6
GAF <sup>2</sup> .....	6,147	5,661	+9	Nondurable goods stores.....	3,432	3,501	-2
Cleveland, Ohio, GAF <sup>2</sup> .....	1,249	1,132	+10	GAF <sup>2</sup> .....	1,439	1,340	+7
Dallas, Tex., GAF <sup>2</sup> .....	1,346	1,219	+10	St. Louis, Mo.-Ill., total.....	4,948	4,502	+10
Detroit, Mich., total.....	9,159	8,829	+4	Nondurable goods stores.....	3,231	3,013	+7
Nondurable goods stores.....	6,164	5,874	+5	GAF <sup>2</sup> .....	1,455	1,315	+11
GAF <sup>2</sup> .....	2,722	2,499	+9	San Francisco-Oakland, Calif., total...	7,034	6,614	+6
Houston, Tex., GAF <sup>2</sup> .....	1,341	1,201	+12	Nondurable goods stores.....	5,085	4,817	+6
Kansas City, Mo.-Kans., GAF <sup>2</sup> .....	1,289	1,165	+11	GAF <sup>2</sup> .....	1,941	1,832	+6
				Washington, D.C.-Md.-Va., total.....	7,092	6,541	+8
				Nondurable goods stores.....	4,867	4,570	+6
				GAF <sup>2</sup> .....	1,866	1,759	+6

Note: Sampling variabilities are shown on page 20. Statistics for the Boston SMSA include retail stores in all of Essex, Middlesex, Norfolk, and Suffolk counties. See SMSA definition on page 25.

<sup>1</sup>Standard consolidated areas and standard metropolitan statistical areas are listed on page 25.

<sup>2</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these stores specialize in department-store types of merchandise.

## Per Capita Sales

Per capita sales in the United States in 1972 totaled \$2,172 compared with \$2,002 in 1971, an increase of 8 percent. Sales of nondurable goods stores were \$1,447 per capita in 1972, reflecting a 7 percent increase in sales per person over the \$1,356 in 1971. The largest percent increase in the nondurable category was 9 percent in the general merchandise group with nonstores, where per capita sales increased from \$334 in 1971 to \$363 in 1972. This was accompanied by 1972 per capita gains in eating and drinking places, up 8 percent, and in the apparel group, gasoline service stations and the food group, each up 5 percent. Additional per capita increase was shown by drug and proprietary stores, up 4 percent.

Per capita sales of durable goods stores rose 12 percent over the 1971 level, from \$646 in 1971 to \$725 in 1972. The year-to-year increase reflected 14 percent increase in the building materials, hardware, farm equipment group; per capita building materials, hardware, farm equipment sales amounted to \$129 in 1972, compared with \$113 in 1971. The furniture and appliance group gained 13 percent in sales per person, and the automotive group advanced 11 percent, from \$386 in 1971 to \$429 in 1972.

The West was the highest of the four regions of the United States in per capita retail sales in 1972 with \$2,337, followed by the North Central States with \$2,225, the Northeast with \$2,114, and the South with \$2,078. Among the selected large states, per capita sales ranged from a high of \$2,522 in Florida to a low of \$1,957 in North Carolina.

**Table 5. Per Capita Sales of All Retail Stores in the United States, by Geographic Region and Kind of Business: 1972 and 1971**

(Amounts in dollars)

Kind of business	United States <sup>1</sup>			Northeast			North Central			South			West		
	1972 <sup>1</sup>	1971 <sup>r</sup>	Percent change	1972 <sup>1</sup>	1971 <sup>r</sup>	Percent change	1972 <sup>1</sup>	1971 <sup>r</sup>	Percent change	1972 <sup>1</sup>	1971 <sup>r</sup>	Percent change	1972 <sup>1</sup>	1971 <sup>r</sup>	Percent change
Retail stores, total..	2,172	2,002	+8	2,114	2,014	+5	2,225	2,061	+8	2,078	1,882	+10	2,337	2,103	+11
Total (excl. auto. group).	1,743	1,615	+8	(NA)	(NA)	(NA)	1,789	1,658	+8	1,611	1,475	+9	(NA)	(NA)	(NA)
Durable goods stores....	725	646	+12	604	562	+7	751	682	+10	753	653	+15	803	690	+16
Nondurable goods stores.	1,447	1,356	+7	1,510	1,452	+4	1,474	1,379	+7	1,325	1,229	+8	1,534	1,413	+9
Food group.....	460	437	+5	501	477	+5	436	416	+5	439	416	+6	481	451	+7
Grocery stores.....	428	405	+6	441	421	+5	411	390	+5	422	399	+6	448	419	+7
Eating and Drinking places....	164	152	+8	173	165	+5	171	161	+6	126	116	+9	209	187	+12
GAF <sup>2</sup> .....	573	527	+9	595	568	+5	587	536	+10	535	486	+10	588	525	+12
General merchandise group <sup>3</sup> ..	363	334	+9	361	345	+5	388	355	+9	337	305	+10	372	334	+11
Department stores.....	224	206	+9	228	218	+5	238	218	+9	196	176	+11	248	222	+12
Apparel group.....	107	102	+5	129	128	+1	103	95	+8	96	92	+4	101	95	+6
Furniture and appliance group.....	103	91	+13	105	95	+11	96	86	+12	102	89	+15	115	96	+20
Building materials, hardware, farm equipment group.....	129	113	+14	84	76	+11	167	146	+14	128	110	+16	(NA)	(NA)	(NA)
Automotive group.....	429	386	+11	(NA)	(NA)	(NA)	436	403	+8	467	407	+15	(NA)	(NA)	(NA)
Gasoline service stations.....	150	143	+5	134	124	+8	155	150	+3	152	140	+9	164	163	+1
Drug and proprietary stores...	70	67	+4	61	62	-2	68	65	+5	69	65	+6	89	82	+9

<sup>r</sup> Revised.

NA Not available.

<sup>1</sup>Data based on provisional civilian population estimates as of July 1, 1972.

<sup>2</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

<sup>3</sup>Includes nonstores.

Figure 3. Per Capita Sales of Selected Kinds of Business of All Retail Stores in the United States: 1972 and 1971

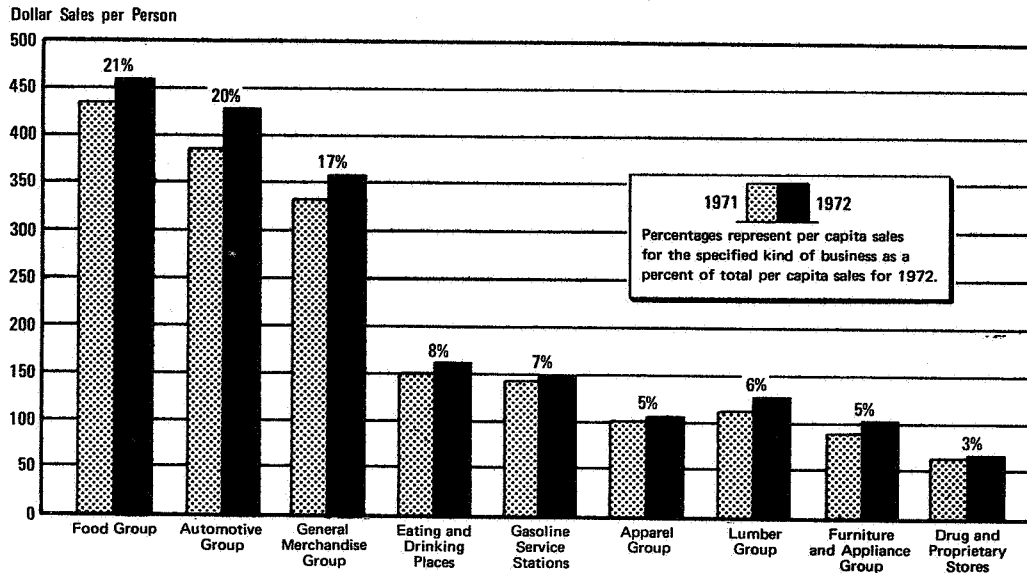


Table 6. Estimated Annual and Per Capita Sales of All Retail Stores for Specified Large States: 1972 and 1971

State	Annual sales			Per capita sales		
	(millions of dollars)		Percent change	(dollars)		Percent change
	1972 <sup>1</sup>	1971		1972 <sup>1</sup>	1971 <sup>1</sup>	
California, total.....	46,979	43,156	+9	2,334	2,164	+8
Nondurable goods stores.....	31,997	29,677	+8	1,589	1,488	+7
GAP <sup>2</sup> .....	12,233	11,044	+11	608	554	+10
Florida, total.....	18,067	15,565	+16	2,522	2,245	+12
Nondurable goods stores.....	11,558	10,236	+13	1,614	1,476	+9
Illinois, total.....	26,186	24,856	+5	2,336	2,231	+5
Nondurable goods stores.....	17,366	16,829	+3	1,549	1,511	+3
GAP <sup>2</sup> .....	8,014	7,409	+8	715	665	+8
Indiana, total.....	11,604	10,349	+12	2,196	1,976	+11
Massachusetts, total.....	12,299	11,768	+5	2,133	2,052	+4
Nondurable goods stores.....	8,546	8,331	+3	1,482	1,452	+2
Michigan, total.....	19,792	18,342	+8	2,183	2,042	+7
Nondurable goods stores.....	12,934	11,962	+8	1,426	1,332	+7
Minnesota, total.....	8,311	7,573	+10	2,135	1,964	+9
Missouri, total.....	10,935	10,151	+8	2,315	2,169	+7
New Jersey, total.....	16,399	15,359	+7	2,240	2,119	+6
Nondurable goods stores.....	11,589	11,077	+5	1,583	1,528	+4
New York, total.....	37,889	36,488	+4	2,066	1,992	+4
Nondurable goods stores.....	28,068	26,831	+5	1,531	1,465	+5
GAP <sup>2</sup> .....	10,875	10,633	+2	593	580	+2
North Carolina, total.....	10,023	8,690	+15	1,957	1,718	+14
Ohio, total.....	22,702	20,863	+9	2,108	1,946	+8
Nondurable goods stores.....	15,823	14,610	+8	1,469	1,363	+8
Pennsylvania, total.....	24,173	22,495	+7	2,029	1,892	+7
Nondurable goods stores.....	16,984	16,178	+5	1,425	1,361	+5
GAP <sup>2</sup> .....	6,794	6,273	+8	570	528	+8
Texas, total.....	24,720	22,294	+11	2,150	1,980	+9
Nondurable goods stores.....	15,739	14,369	+10	1,369	1,276	+7
Wisconsin, total.....	9,439	8,611	+10	2,089	1,926	+8

Note: Estimates are based on a sample (See sampling variabilities on page 21.)

<sup>1</sup>Revised.

<sup>2</sup>Data are based on provisional civilian population estimates as of July 1, 1972.

<sup>3</sup>Stores in general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

Table 7. Estimated Annual and Per Capita Sales of All Retail Stores by Geographic Division and Kind of Business: 1972 and 1971

Geographic division and kind of business	Annual sales (millions of dollars)			Per capita sales (dollars)		
	1972	1971	Percent change	1972 <sup>1</sup>	1971 <sup>1</sup>	Percent change
NEW ENGLAND, total.....	26,348	25,102	+5	2,193	2,105	+4
Durable goods stores.....	8,097	7,487	+8	674	628	+7
Nondurable goods stores.....	18,251	17,615	+4	1,519	1,477	+3
Food group.....	6,041	5,902	+2	503	495	+2
GAP <sup>2</sup> , total.....	7,116	6,866	+4	592	576	+3
Gasoline service stations.....	1,484	1,477	0	124	124	0
MIDDLE ATLANTIC, total.....	78,461	74,342	+6	2,088	1,985	+5
Durable goods stores.....	21,820	20,256	+8	581	541	+7
Nondurable goods stores.....	56,641	54,086	+5	1,507	1,444	+4
Eating and drinking places.....	6,785	6,466	+5	181	173	+5
GAP <sup>2</sup> , total.....	22,378	21,184	+6	596	566	+5
General merchandise group with nonstores.....	13,606	12,854	+6	362	343	+6
Apparel group.....	4,897	4,887	0	130	130	0
Gasoline service stations.....	5,136	4,668	+10	137	125	+10
Drug and proprietary stores.....	2,330	2,378	-2	62	63	-2
EAST NORTH CENTRAL, total.....	89,723	83,021	+8	2,196	2,047	+7
Durable goods stores.....	29,372	26,712	+10	719	659	+9
Nondurable goods stores.....	60,351	56,309	+7	1,477	1,388	+6
Food group.....	18,203	17,365	+5	446	428	+4
Eating and drinking places.....	7,530	7,004	+8	184	173	+6
GAP <sup>2</sup> , total.....	24,826	22,658	+10	608	559	+9
General merchandise group with nonstores.....	16,452	15,071	+9	403	372	+8
Apparel group.....	4,314	3,925	+10	106	97	+9
Gasoline service stations.....	6,326	5,952	+6	155	147	+5
Drug and proprietary stores.....	2,738	2,610	+5	67	64	+5
WEST NORTH CENTRAL, total.....	37,955	34,345	+11	2,296	2,094	+10
Durable goods stores.....	13,724	12,140	+13	830	740	+12
Nondurable goods stores.....	24,231	22,205	+9	1,466	1,354	+8
Food group.....	6,835	6,340	+8	413	387	+7
GAP <sup>2</sup> , total.....	8,797	7,807	+13	532	476	+12
General merchandise group with nonstores.....	5,795	5,130	+13	351	313	+12
Gasoline service stations.....	2,594	2,562	+1	157	156	+1
SOUTH ATLANTIC, total.....	68,581	60,885	+13	2,196	1,984	+11
Durable goods stores.....	24,045	20,305	+18	770	662	+16
Nondurable goods stores.....	44,536	40,580	+10	1,426	1,322	+8
Eating and drinking places.....	4,256	3,933	+8	136	128	+6
GAP <sup>2</sup> , total.....	18,299	16,193	+13	586	528	+11
General merchandise group with nonstores.....	11,592	10,187	+14	371	332	+12
Apparel group.....	3,018	2,907	+4	97	95	+2
Gasoline service stations.....	5,041	4,631	+9	161	151	+7
Drug and proprietary stores.....	2,286	2,221	+3	73	72	+1
EAST SOUTH CENTRAL, total.....	24,079	21,385	+13	1,851	1,659	+12
Nondurable goods stores.....	14,958	13,668	+9	1,150	1,061	+8
Food group.....	5,451	4,919	+11	419	382	+10
GAP <sup>2</sup> , total.....	5,710	5,256	+9	439	408	+8
General merchandise group with nonstores.....	3,637	3,361	+8	280	261	+7
WEST SOUTH CENTRAL, total.....	40,285	36,301	+11	2,039	1,869	+9
Durable goods stores.....	14,997	13,106	+14	759	675	+12
Nondurable goods stores.....	25,288	23,195	+9	1,280	1,194	+7
Food group.....	8,008	7,885	+2	405	406	0
GAP <sup>2</sup> , total.....	10,226	9,188	+11	518	473	+10
General merchandise group with nonstores.....	6,326	5,686	+11	320	293	+9
MOUNTAIN, total.....	20,657	16,958	+22	2,368	2,005	+18
Nondurable goods stores.....	12,437	10,708	+16	1,426	1,266	+13
Food group.....	3,555	3,266	+9	408	386	+6
GAP <sup>2</sup> , total.....	4,820	3,968	+21	553	469	+18
General merchandise group with nonstores.....	2,920	2,433	+20	335	288	+16
PACIFIC, total.....	62,290	56,511	+10	2,327	2,134	+9
Durable goods stores.....	20,263	17,841	+14	757	674	+12
Nondurable goods stores.....	42,027	38,670	+9	1,570	1,460	+8
Food group.....	13,524	12,483	+8	505	471	+7
Eating and drinking places.....	5,715	5,196	+10	213	196	+9
GAP <sup>2</sup> , total.....	16,039	14,378	+12	599	543	+10
General merchandise group with nonstores.....	10,271	9,220	+11	384	348	+10
Gasoline service stations.....	3,996	4,163	-4	149	157	-5

Note: Estimates are based on a sample (see sampling variabilities on table 20.) Totals include data for kinds of business not shown separately. States in geographic divisions are shown on page 24.

<sup>1</sup>Revised.

<sup>2</sup>Data are based on provisional civilian population estimates as of July 1, 1972.

<sup>3</sup>Stores in the general merchandise (including all nonstores), apparel, and furniture and appliance groups; these stores specialize in department store types of merchandise.

### Distribution of Sales by Type

Of the total 1972 sales of \$448.4 billion, \$360.1 (80 percent) represented sales for which the retailer received cash payment. Approximately \$82.3 billion were sales made on credit extended by the retailer--\$62.5 (14 percent) representing charge account sales, and \$25.8 (6 percent) installment sales. This percentage distribution differs somewhat from that derived in 1967, the most recent year for which comparable information is available. In that year, of \$313.8 billion annual sales, \$242.1 billion (77 percent) were cash sales, approximately \$46.9 billion (15 percent), charge account sales and \$24.9 (8 percent), installment sales.

The \$360.1 billion in 1972 shown in table 8 as sales on a cash basis include sales on credit where the credit was extended by other organizations, such as banks, finance companies, etc., and where the retailer consequently received cash as a result of the sale.

In 1972 more than half of the total sales in the building materials, hardware, farm equipment group represented sales on credit extended by the retailer (55 percent). Such sales were almost entirely charge account sales. Of the \$88.6 billion in 1972 annual sales in the automotive group, the largest category among the durable goods stores, approximately \$73.1 billion (83 percent) represented sales for which the automotive dealer received cash payment (including sales or credit financed by other organizations). About 12.9 billion (14 percent) were charge account sales and \$2.6 billion (3 percent) were installment sales.

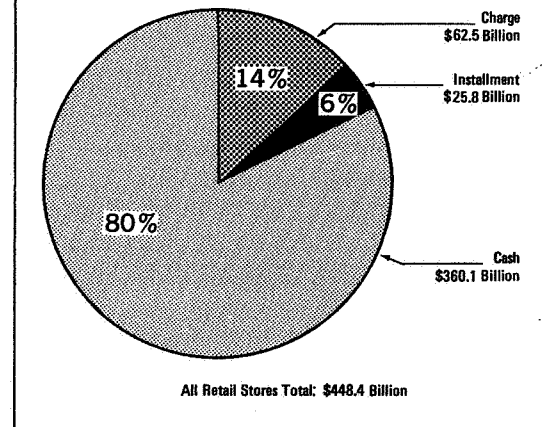
Sales of nondurable goods stores were predominantly cash sales, 84 percent, as compared to 72 percent for durable goods stores. The general merchandise group with nonstores reported \$8.1 billion charge sales and \$16.0 billion installment sales, 11 percent and 21 percent respectively of the total sales for this group. The comparable percents for department stores were 10 percent for charge account sales and 27 percent for installment sales. In the apparel group cash sales totaled \$17.1 billion (78 percent), charge account

sales \$3.4 billion (15 percent), and installment sales \$1.5 billion (7 percent).

### Sales of Firms Operating 11 or More Retail Stores by Type (Group II)

Approximately 80 percent of the 1972 sales of firms operating 11 or more retail stores were cash sales--\$109.6 billion of a total of \$137.7 billion. This compares to 1967 when cash sales of these multiunit firms was estimated as 79 percent of total sales. Of the \$28.0 billion sales made on credit extended by the retailer during 1972, \$11.0 billion (8 percent of total sales) were charge sales and \$17.0 billion (12 percent of total sales) were installment sales--in contrast to the 14 percent, 6 percent respectively for all retail stores combined. In 1972 the general merchandise group with nonstores accounted for 86 percent of the total installment sales of firms operating 11 or more retail stores (\$14.6 billion of \$17.0 billion) and about 54 percent of charge sales total (\$6.0 billion of \$11.0 billion.)

Figure 4. Percent Distribution of Sales-Cash, Charge, and Installment: 1972 All Retail Stores



**Table 8. Estimated Sales of All Retail Stores and of Organizations Operating 11 or More Retail Stores, by Type of Sale--Cash, Charge, and Installment--United States, by Kind of Business 1972**

Kind of business	Sales (millions of dollars)					Percent distribution by type of sale			
	Total	On cash basis <sup>1</sup>	On credit extended by retail firms			On cash basis <sup>1</sup>	On credit extended by retail firms		
			Total	Charge account	Install- ment account <sup>2</sup>		Total	Charge account	Install- ment account <sup>2</sup>
ALL RETAIL STORES									
All kinds of business, total.....	448,379	360,090	88,289	62,531	25,758	80	20	14	6
Durable goods stores, total.....	149,659	108,059	41,600	33,885	7,715	72	28	23	5
Nondurable goods stores, total.....	298,720	252,031	46,689	28,646	18,043	84	16	10	6
Food group.....	95,020	93,093	1,927	1,927	( <sup>3</sup> )	98	2	2	( <sup>4</sup> )
Eating and drinking places.....	33,891	32,724	1,167	1,167	( <sup>3</sup> )	97	3	3	( <sup>4</sup> )
General merchandise group with nonstores.....	74,903	50,803	24,100	8,122	15,978	68	32	11	21
General merchandise group without nonstores.....	68,936	47,312	21,624	6,085	15,539	69	31	9	22
Department stores and dry goods, general merchandise stores.....	56,181	37,428	18,753	5,490	13,263	67	33	10	23
Department stores.....	46,302	29,222	17,080	4,767	12,313	63	37	10	27
Mail order (department store merchandise).....	4,997	2,633	2,364	(D)	(D)	53	47	(D)	(D)
Apparel group.....	21,993	17,062	4,931	3,424	1,507	78	22	15	7
Men's, boys' clothing, furnishings stores.....	5,112	3,832	1,280	957	323	75	25	19	6
Women's ready-to-wear stores.....	7,187	5,338	1,849	1,441	408	74	26	20	6
Furniture and appliance group.....	21,315	12,662	8,653	5,203	3,450	59	41	25	16
Furniture, home furnishings stores.....	12,550	6,305	6,245	3,476	2,769	50	50	28	22
Furniture stores.....	9,321	4,304	5,017	2,451	2,566	46	54	26	28
Household appliance, TV, radio stores.....	7,029	4,899	2,130	1,459	671	70	30	21	10
Household appliance dealers.....	4,634	2,946	1,688	1,142	546	64	36	24	12
Building materials, hardware, farm equipment group.	26,710	12,103	14,607	13,518	1,089	45	55	51	4
Building materials and hardware, total.....	20,238	8,381	11,857	11,402	455	41	59	57	2
Lumber and other bldg. materials dealers <sup>5</sup> .....	15,973	5,579	10,394	10,064	330	35	65	63	2
Hardware stores.....	4,265	3,026	1,239	1,107	132	71	29	26	3
Automotive group.....	88,612	73,119	15,493	12,900	2,593	83	17	14	3
Passenger car dealers.....	74,842	62,787	12,055	10,381	1,674	84	16	14	2
Passenger car dealers (franchised).....	69,490	57,935	11,555	10,106	1,449	83	17	15	2
Tire, battery, accessory dealers.....	7,091	4,268	2,823	1,815	1,008	60	40	26	14
Gasoline service stations.....	31,044	28,145	2,899	2,899	( <sup>3</sup> )	91	9	9	( <sup>4</sup> )
Drug and proprietary stores.....	14,523	12,862	1,661	1,661	( <sup>3</sup> )	89	11	11	( <sup>4</sup> )
RETAIL STORES OF ORGANIZATIONS OPERATING 11 OR MORE RETAIL STORES (GROUP II STORES)									
All kinds of business, total.....	137,650	109,616	28,034	10,996	17,038	80	20	8	12
Food group.....	49,823	49,509	314	309	( <sup>3</sup> )	99	1	1	( <sup>4</sup> )
Eating and drinking places.....	2,887	2,603	284	284	( <sup>3</sup> )	90	10	10	( <sup>4</sup> )
General merchandise group with nonstores.....	58,113	37,557	20,556	5,978	14,578	65	35	10	25
Department stores and dry goods, general merchandise stores.....	44,366	28,283	16,083	4,065	12,018	64	36	9	27
Department stores.....	40,795	25,783	15,012	3,814	11,198	63	36	9	27
Apparel group.....	6,055	4,705	1,350	734	616	78	22	12	10
Furniture and appliance group.....	1,902	1,047	855	125	730	55	45	7	38
Tire, battery, accessory dealers.....	2,094	917	1,177	452	725	44	56	21	35

Note: All kinds of business, total, and group totals include kind of business not shown separately. Measures of sampling variability are on page 22.

(D) Withheld to avoid disclosure.

<sup>1</sup>Includes, in addition to sales entirely on a cash basis, the following two categories: (a) Sales on credit where the credit, although handled through the retail firm, was actually extended by other organizations (Such as banks, finance companies, etc.) and where consequently the retail firm received cash as a result of the sale; (b) sales made on credit obtained directly by the purchaser from other sources without being handled through the retail firm, similarly involving cash payment.

<sup>2</sup>Includes sales on "revolving credit" accounts (see page 24).

<sup>3</sup>Not shown because of high sampling variability.

<sup>4</sup>Less than one half of one percent.

<sup>5</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

## MERCHANDISE PURCHASES

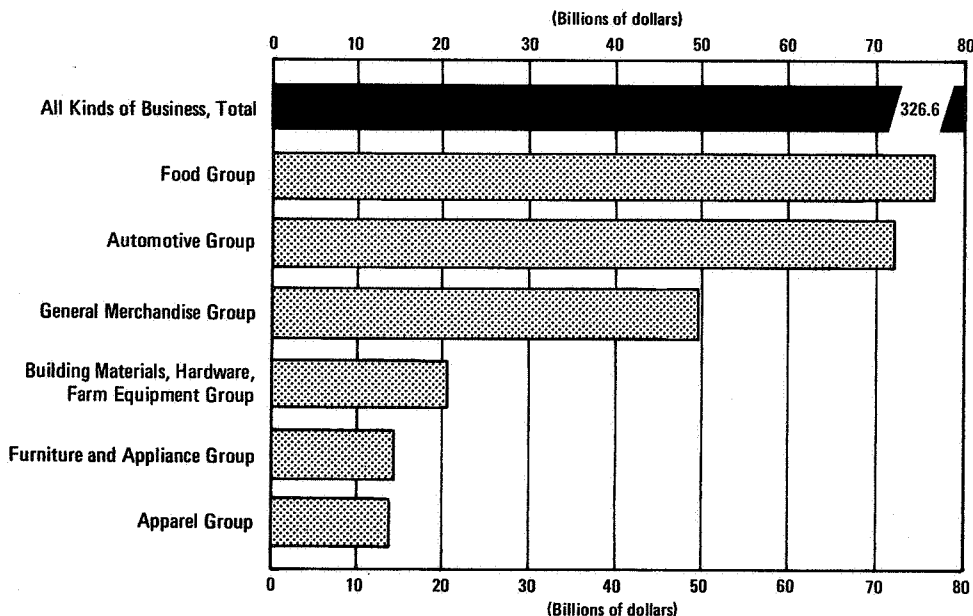
The total cost value of merchandise purchased by all retail stores in the United States during 1972 was estimated at \$327 billion, 10 percent higher than the \$298 billion estimated for 1971. Of the 1972 total, \$115 represented the cost of durable goods purchases, up 12 percent from 1971, and \$211 billion represented the cost of non-durable goods purchases, up 8 percent from 1971.

In the durable goods category, the furniture and appliance group showed a 19 percent increase in merchandise purchases for 1972 compared with 1971. The cost of purchases for the automotive group was up 10 percent year-to-year while the cost of purchases in the building materials, hardware, farm equipment group increased by 16 percent. In the nondurable goods category,

eating and drinking places reported a 18 percent increase in purchases year-to-year while drug and proprietary stores, apparel stores, and liquor stores each reported 6 percent increases. The general merchandise group with non-stores, and the food group reported increases of 10 percent and 8 percent, respectively.

Organizations operating 11 or more retail stores reported for 1972 a 9 percent increase in the total cost of merchandise purchases compared to 1971 for all kinds of business combined. The general merchandise group with nonstores, which accounted for 40 percent of total purchases by these organizations, showed an increase of 14 percent year-to-year; the food group which accounted for 41 percent recorded an increase of 9 percent.

Figure 5. Total Cost of Merchandise Purchased by All Retail Stores in the United States, by Kind-of-Business Groups: 1972



**Table 9. Estimated Cost of Merchandise Purchased by All Retail Stores in the United States, by Kind of Business: 1972 and 1971**

(Amounts in millions of dollars)

Kind of business	1972	1971	Percent change	Kind of business	1972	1971	Percent change
All kinds of business.....	326,603	297,523	+10	Furniture and appliance group.....	14,243	11,942	+19
Durable goods stores.....	115,442	102,698	+12	Furniture, home furnishing stores.....	8,061	6,786	+19
Nondurable goods stores.....	211,161	194,825	+8	Furniture stores.....	5,987	5,147	+16
Food group.....	76,318	70,383	+8	Household appliance, TV, radio stores..	5,088	4,213	+21
Grocery stores.....	71,704	66,276	+8	Household appliance dealers.....	3,513	2,817	+25
Eating and drinking places.....	16,370	13,931	+18	Building materials, hardware, farm equip- ment group.....	20,741	17,833	+16
General merchandise group with nonstores..	49,867	45,180	+10	Building materials and hardware, total.	14,853	12,439	+19
General merchandise group without non- stores (except dept. stores mail order)	46,715	42,077	+11	Lumber and other building materials dealers <sup>1</sup> .....	11,931	9,778	+22
Department stores and dry goods, general merchandise stores.....	37,679	34,102	+10	Lumber yards.....	6,923	5,671	+22
Department stores.....	31,031	27,611	+12	Hardware stores.....	2,922	2,661	+10
Variety stores.....	5,319	4,770	+12	Farm equipment dealers.....	5,888	5,394	+9
Mail order (dept. store merchandise)..	3,717	3,205	+16	Automotive group.....	71,873	65,172	+10
Apparel group.....	14,078	13,300	+6	Passenger car dealers <sup>2</sup> .....	61,604	56,368	+9
Men's, boys' clothing, furnishing stores	3,113	2,996	+4	Passenger car dealers(franchised)....	57,581	53,173	+8
Women's ready-to-wear stores.....	4,800	4,590	+5	Tire, battery, accessory dealers.....	4,382	4,213	+4
Shoe stores.....	2,339	2,133	+10	Gasoline service stations.....	24,490	22,779	+8
				Drug and proprietary stores.....	9,728	9,174	+6
				Liquor stores.....	6,870	6,475	+6
				Jewelry stores.....	1,605	1,428	+12

Note: Measures of sampling variability are shown on page 19. Group totals include kinds of business not shown separately.

<sup>1</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

<sup>2</sup>Includes both franchised and nonfranchised car dealers.

**Table 10. Estimated Cost of Merchandise Purchased by Retail Stores of Organizations Operating 11 or More Retail Stores in the United States, by Kind of Business: 1972 and 1971**

(Amounts in millions of dollars)

Kind of business	1972	1971	Percent change	Kind of business	1972	1971	Percent change
All kinds of business.....	96,614	88,808	+9	Apparel group.....	3,538	3,372	+5
Durable goods stores.....	5,934	5,640	+5	Men's, boys' clothing, furnishings stores.....	441	402	+10
Nondurable goods stores.....	90,680	83,168	+9	Women's ready-to-wear stores.....	1,227	1,183	+4
Food group.....	39,252	36,098	+9	Shoe stores.....	934	813	+15
Grocery stores.....	38,907	35,672	+9	Furniture and appliance group.....	1,100	965	+14
General merchandise group with nonstores..	38,634	33,884	+14	Building materials, hardware, farm equipment group.....	2,193	1,952	+12
General merchandise group without non- store (except department stores mail order).....	37,307	32,509	+15	Lumber and other bldg. materials dealers <sup>1</sup>	1,842	1,592	+16
Department stores and dry goods, general merchandise stores.....	29,612	25,784	+15	Lumber yards.....	698	584	+20
Department stores.....	27,168	23,785	+14	Tire, battery, accessory dealers.....	1,313	1,237	+6
Variety stores.....	4,253	3,739	+14	Drug proprietary stores.....	3,754	3,315	+13
				Liquor stores.....	1,285	1,286	0

Note: Group totals include kinds of business not shown separately.

<sup>1</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

# MERCHANDISE INVENTORIES

## Merchandise-on-Hand

The cost value of merchandise inventories in retail stores and warehouses of retail stores in the United States on December 31, 1972, was estimated at \$54.9 billion, 8 percent higher than inventories held at the close of 1971. Of this total, \$29.6 billion represented the value of stocks of nondurable goods stores, up 7 percent from 1971, and \$25.3 billion, the stocks of durable goods stores, up 9 percent from 1971.

In the durable goods category, the furniture and appliance group showed a 22 percent increase in inventory holdings on December 31, 1972, compared with the same date a year ago. The automotive group showed a 4 percent increase while the building materials, hardware, farm equipment group increased by 7 percent. In the nondurable goods category, the general merchandise group with nonstores closed the year with inventories higher than in 1971 - up 10 percent, while the apparel group was up 5 percent year-to-year. The food group, drug and proprietary stores, and liquor stores reported inventory gains of 6 percent, 9 percent and 11 percent, respectively.

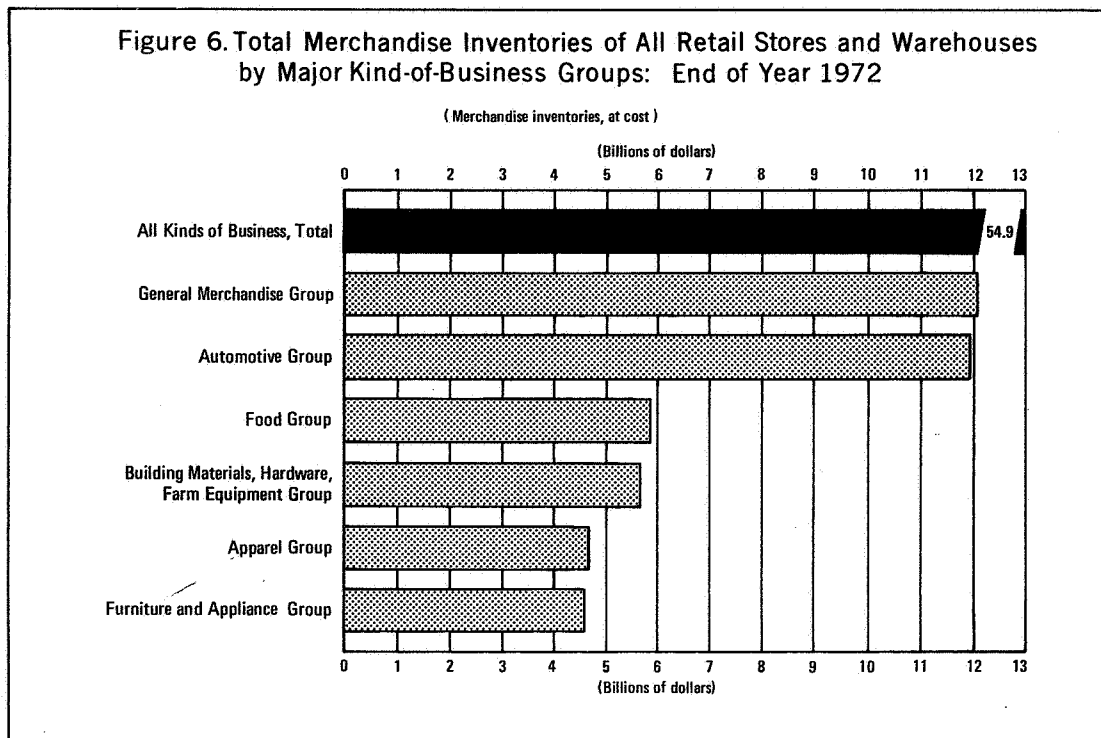
In warehouses and stores of organizations operating 11 or more retail stores, the cost

value of merchandise held for sale on December 31, 1972, totaled \$17.6 billion, 9 percent over that held on December 31, 1971. The general merchandise group with nonstores, which accounted for 52 percent of the total warehouse and store inventories of these organizations, showed a year-to-year gain of 14 percent; the food group, which accounted for 19 percent of the total, recorded an increase of 6 percent over 1971.

## Sales-Inventory Ratios

Annual sales of all retail stores in 1972 were 8.9 times the cost value of year-end inventories. The ratio of sales to year-end inventories for nondurable goods stores was 11.1 in 1972 compared with 11.2 in 1971. The ratio for durable goods stores was 6.3 for 1972 compared with 6.0 for 1971.

Passenger car dealers showed a sales-inventory ratio of 8.4 in 1972 compared with 8.0 in the preceding year. The sales-inventory ratio for grocery stores also increased to 20.4 in 1972 compared with 19.8 in 1971 while the ratio for department stores decreased to 7.1 in 1972 from 7.2 in 1971. Other decreases were reported by furniture and home furnishing stores to 5.6 in 1972 from 5.7 in 1971; and shoe stores to 4.2 in 1972 from 4.3 in 1971.



**Table 11. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses in the United States, by Kind of Business: End of Year 1972 and 1971**

Kind of business	Merchandise inventories at cost (millions of dollars)						Sales inventory ratio <sup>1</sup> (stores only)	
	Warehouses and stores			Stores			1972	1971
	1972	1971	Percent change	1972	1971	Percent change		
All kinds of business.....	54,918	50,889	+8	50,285	46,988	+7	8.9	8.8
Durable goods stores.....	25,268	23,152	+9	23,956	22,312	+7	6.3	6.0
Nondurable goods stores.....	29,650	27,737	+7	26,329	24,676	+7	11.1	11.2
Food group.....	5,858	5,507	+6	4,653	4,418	+5	20.9	20.3
Grocery stores.....	5,640	5,285	+7	4,455	4,218	+6	20.4	19.8
Eating and drinking places.....	746	730	+2	716	686	+4	46.8	42.0
General merchandise group with nonstores.....	12,115	11,062	+10	10,804	9,863	+10	6.8	6.9
General merchandise group without nonstores (except department stores mail order).....	11,724	10,661	+10	10,553	9,587	+10	6.4	6.4
Department store and dry goods general merchandise stores...	9,306	8,559	+9	8,343	7,649	+9	6.6	6.6
Department stores.....	7,265	6,613	+10	6,473	5,816	+11	7.1	7.2
Variety stores.....	1,637	1,430	+14	1,460	1,266	+15	5.3	5.4
Mail order (department store merchandise).....	781	672	+16	750	672	+12	6.4	6.5
Apparel group.....	4,614	4,397	+5	4,420	4,260	+4	5.2	5.0
Men's, boys' clothing, furnishings stores.....	1,159	1,137	+2	1,137	1,122	+1	4.4	4.3
Women's ready-to-wear stores.....	1,174	1,159	+1	1,146	1,138	+1	6.9	6.3
Shoe stores.....	1,034	910	+14	958	858	+12	4.2	4.3
Furniture and appliance group.....	4,336	3,557	+22	3,816	3,269	+17	5.3	5.3
Furniture, home furnishings stores.....	2,377	1,968	+21	2,070	1,796	+15	5.6	5.7
Furniture stores.....	1,873	1,590	+18	1,616	1,443	+12	5.3	5.4
Household appliance, TV, radio stores.....	1,512	1,201	+26	1,310	1,095	+20	5.2	5.3
Household appliance dealers.....	1,036	801	+29	891	714	+25	5.2	5.3
Building materials, hardware, farm equipment group.....	5,618	5,234	+7	5,333	5,055	+5	5.2	4.8
Building materials and hardware, total <sup>2</sup> .....	3,647	3,219	+13	3,411	3,075	+11	5.9	5.7
Lumber and other building materials dealers <sup>2</sup> .....	2,597	2,225	+17	2,384	2,100	+14	6.5	6.3
Hardware stores.....	1,050	994	+6	1,027	975	+5	4.2	4.0
Farm equipment dealers.....	1,971	2,015	-2	1,922	1,980	-3	3.9	3.4
Automotive group.....	11,826	11,384	+4	11,501	11,173	+3	7.9	7.3
Passenger car dealers <sup>3</sup> .....	8,776	8,610	+2	8,631	8,554	+1	8.4	8.0
Passenger car dealers (franchised).....	8,172	8,171	0	8,046	8,119	-1	8.8	8.0
Tire, battery, accessory dealers.....	1,521	1,453	+5	1,364	1,315	+4	4.7	4.6
Gasoline service stations.....	1,146	1,073	+7	1,100	1,035	+6	28.0	28.2
Drug and proprietary stores.....	2,520	2,319	+9	2,271	2,101	+8	6.2	6.3
Liquor stores.....	1,006	907	+11	891	786	+13	10.3	10.8
Jewelry stores.....	1,051	989	+6	1,003	929	+8	2.8	2.8

Note: Measures of sampling variability are provided on page 19. Group totals include kinds of business not shown separately.

<sup>1</sup>Based on only those establishments in business the full calendar year, except for those Group II establishments which may not have been in operation in the entire year.

<sup>2</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

<sup>3</sup>Includes franchised and nonfranchised car dealers.

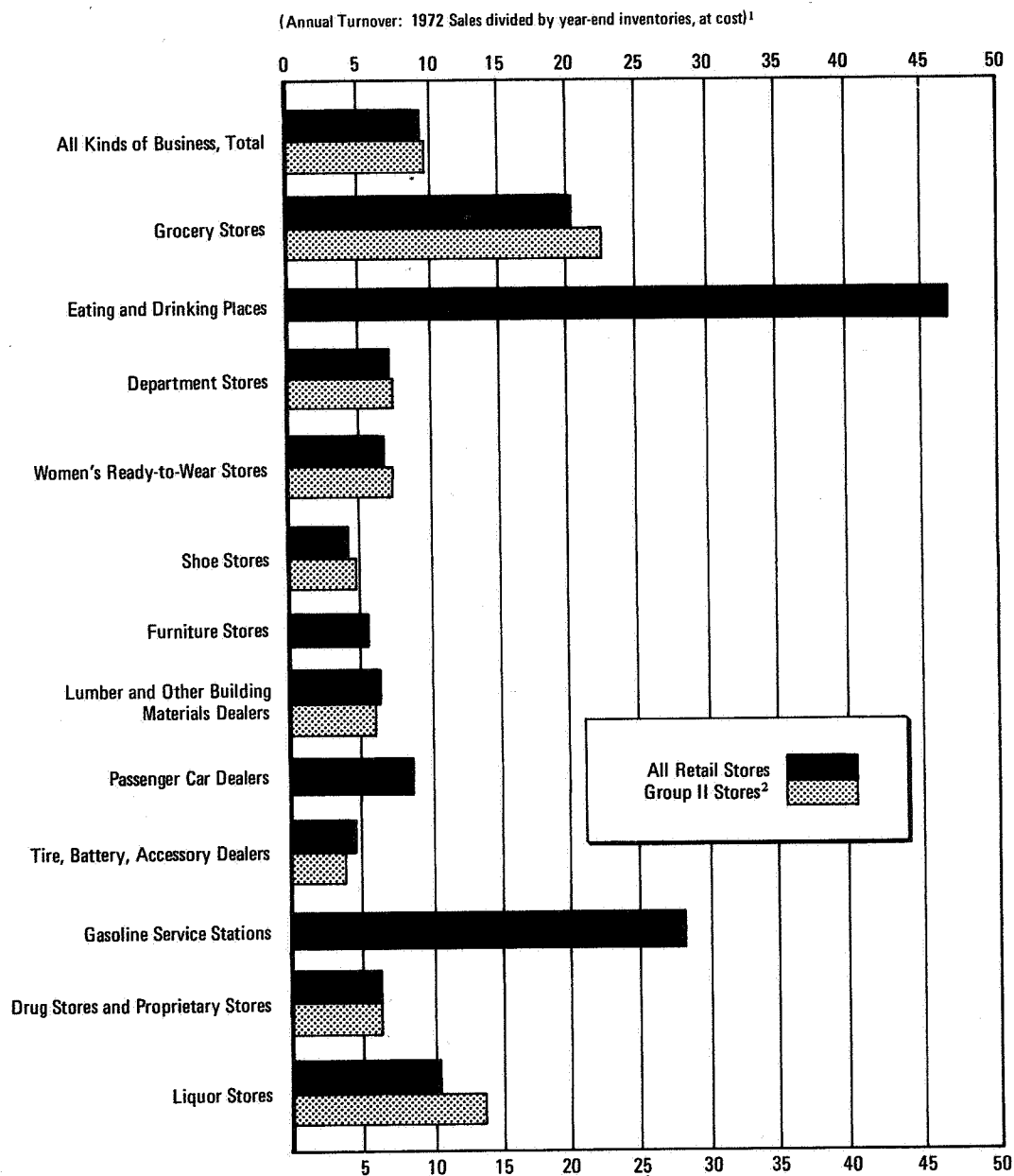
**Table 12. Estimated Merchandise Inventories and Sales-Inventory Ratios of Retail Stores and Warehouses of Organizations Operating 11 or More Retail Stores in the United States, by Kind of Business: End of Year 1972 and 1971**

Kind of business	Merchandise inventories at cost (millions of dollars)						Sales-inventory ratio (stores only)	
	Warehouses and stores			Stores			1972	1971
	1972	1971	Percent change	1972	1971	Percent change		
All kinds of business.....	17,608	16,215	+9	14,374	13,092	+10	9.6	9.8
Durable goods stores.....	2,091	1,994	+5	1,655	1,623	+2	4.9	4.9
Nondurable goods stores.....	15,517	14,221	+9	12,719	11,469	+11	10.3	10.5
Food group.....	3,341	3,161	+6	2,185	2,113	+3	22.9	21.8
Grocery stores.....	3,311	3,126	+6	2,161	2,087	+4	22.9	21.7
General merchandise group with nonstores.....	9,221	8,109	+14	8,134	7,027	+16	7.1	7.4
General merchandise group without nonstores.....	9,048	7,918	+14	8,033	6,905	+16	6.7	7.0
Department stores and dry goods general merchandise..	7,050	6,187	+14	6,198	5,326	+16	7.1	7.4
Department stores.....	6,354	5,629	+13	5,616	4,868	+15	7.2	7.5
Variety stores.....	1,268	1,092	+16	1,105	940	+18	5.6	5.7
Apparel group.....	1,212	1,117	+9	1,072	999	+7	5.7	5.6
Men's, boys' clothing, furnishing stores.....	179	178	+1	169	171	-1	4.6	4.4
Women's ready-to-wear stores.....	281	280	0	264	262	+1	7.4	7.0
Shoe stores.....	428	358	+20	363	310	+17	4.8	4.8
Furniture and appliance group.....	386	314	+23	271	239	+13	6.8	6.7
Building materials, hardware, farm equipment group.....	618	573	+8	526	493	+7	5.2	5.0
Building materials and hardware, total <sup>1</sup> .....	527	469	+12	460	417	+10	5.6	5.4
Lumber and other building materials dealers <sup>1</sup> .....	464	408	+14	404	367	+10	5.9	5.6
Tire, battery, accessory dealers.....	655	606	+8	528	498	+6	4.0	3.9
Drug and proprietary stores.....	1,051	872	+21	844	682	+24	6.2	6.8
Liquor stores.....	261	253	+3	155	144	+8	13.5	14.0

Note: Group totals include data for kinds of business not shown separately.

<sup>1</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

Figure 7. Sales-Inventory Ratios of All Retail Stores and Group II Stores, by Selected Kinds of Business: 1972



<sup>1</sup> Data based on establishments in business the full calendar year, except for those Group II establishments which may not have been in operation the entire year. Ratios exclude warehouse inventories.

<sup>2</sup> Retail stores of organizations operating 11 or more retail stores.

## Accounts Receivable

Retail stores in the United States reported a total of \$25.1 billion of accounts receivable balances owed to them by customers as of December 31, 1972, 7 percent more than the \$23.5 billion reported as of the same date a year earlier. Credit balances on charge accounts and on installment accounts amounted to \$10.1 billion and \$15.0 billion respectively at the close of 1972, with charge accounts showing a year-to-year increase of 8 percent, while installment accounts increased 6 percent.

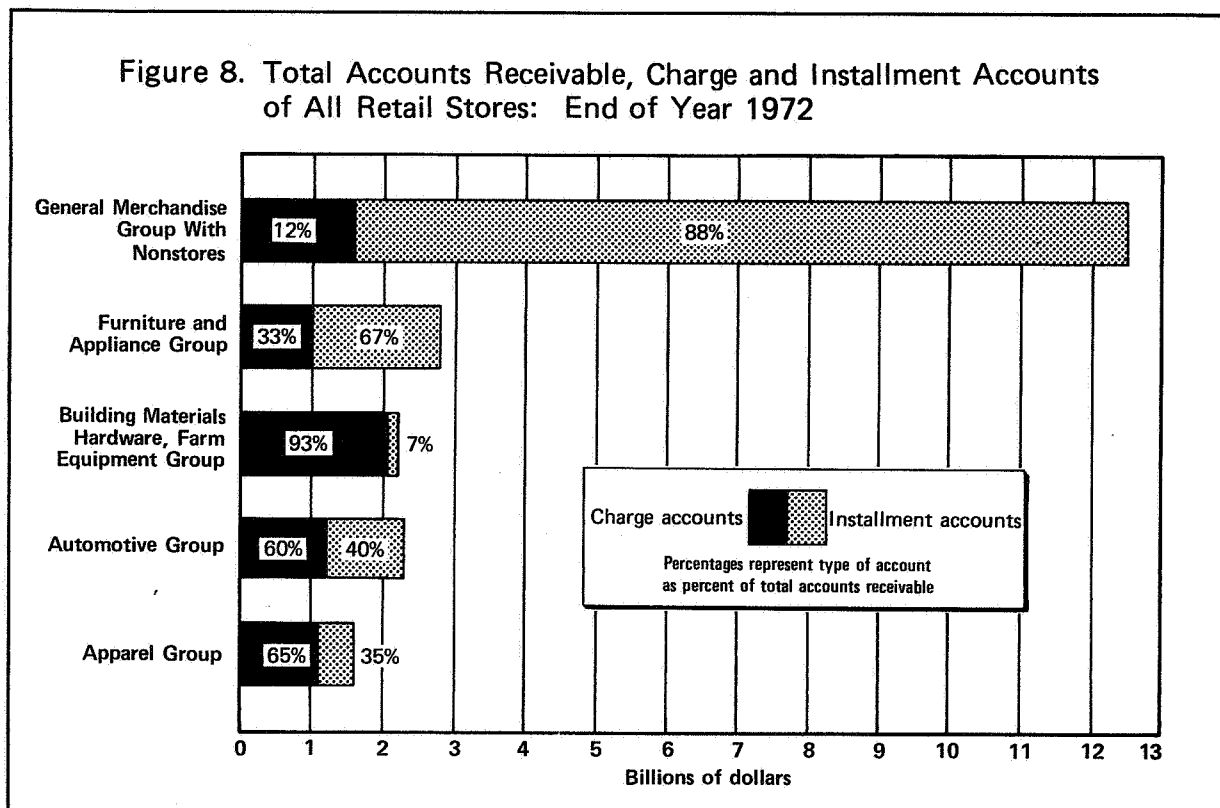
Receivable balances for nondurable foods stores in total amounted to \$17.0 billion, 8 percent more than the amount owed at the close of 1971. Department stores reported unpaid balances totaling \$8.8 billion at the end of 1972 (35 percent of the total for all retail stores). The apparel group with \$1.6 billion showed a 7 percent increase over the previous year.

Durable goods stores in total reported accounts receivable balances at the close of 1972 at \$8.1 billion, 5 percent more than the total reported a year ago. Contributing to these figures were

dealers in the building materials, hardware, farm equipment group with \$2.2 billion, up 10 percent from the previous year; and the automotive group, \$2.3 billion, up 9 percent. The furniture and appliance group with \$2.8 billion was little changed from 1971.

More than 88 percent of the 1972 year-end credit balances due from customers of general merchandise stores were on installment accounts. In the furniture and appliance group, installment accounts represented approximately 67 percent of total year end 1972 outstanding balances. In contrast, the credit balances outstanding for the building materials, hardware, farm equipment group and for the apparel group were predominantly on charge accounts (93 percent and 65 percent, respectively). For the automotive group, about 60 percent was outstanding on charge accounts.

Stores of organizations operating 11 or more retail stores accounted for \$14.3 billion of total receivables at the end of 1972, with \$12.3 outstanding on installment accounts, compared with \$2.0 billion in charge accounts.



**Table 13. Accounts Receivable of All Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1972 and 1971**

(Millions of dollars)

Kind of business	Total			Charge accounts			Installment accounts		
	December 31		Percent change 1971 to 1972	December 31		Percent change 1971 to 1972	December 31		Percent change 1971 to 1972
	1972	1971		1972	1971		1972	1971	
United States, total.....	25,068	23,514	+7	10,090	9,385	+8	14,978	14,129	+6
Durable goods stores, total.....	8,115	7,753	+5	4,883	4,535	+8	3,232	3,218	0
Nondurable goods stores, total.....	16,953	15,761	+8	5,207	4,850	+7	11,746	10,911	+8
Food group.....	303	319	-5	287	302	-5	(S)	(S)	(S)
Grocery stores.....	225	236	-5	(S)	(S)	(S)	(S)	(S)	(S)
Eating and drinking places.....	222	213	+4	(S)	(S)	(S)	(S)	(S)	(S)
General merchandise group with nonstores.....	12,521	11,563	+8	1,485	1,360	+9	11,036	10,203	+8
General merchandise group without nonstores (except department store mail order).....	11,937	10,897	+10	1,317	1,195	+10	10,620	9,702	+9
Department stores and dry goods, general merchandise stores.....	9,561	8,732	+9	1,247	1,155	+8	8,314	7,577	+10
Department stores.....	8,784	8,014	+10	1,086	998	+9	7,698	7,016	+10
Mail-order houses (dept. store merchandise)...	1,755	1,635	+7	(S)	(S)	(S)	(S)	(S)	(S)
Apparel group.....	1,634	1,533	+7	1,057	967	+9	577	566	+2
Women's ready-to-wear stores.....	668	633	+6	(S)	(S)	(S)	(S)	(S)	(S)
Furniture and appliance group.....	2,783	2,791	0	907	922	-2	1,876	1,869	0
Furniture, home furnishing stores.....	1,979	1,965	+1	621	619	0	1,358	1,346	+1
Furniture stores.....	1,811	1,820	0	(S)	(S)	(S)	(S)	(S)	(S)
Household appliance, TV, radio stores.....	716	730	-2	(S)	(S)	(S)	475	472	+1
Household appliance dealers.....	614	607	+1	(S)	(S)	(S)	(S)	(S)	(S)
Building materials, hardware, farm equip. group..	2,198	2,007	+10	2,045	1,867	+10	153	140	+9
Lumber and other building materials dealers <sup>1</sup> ...	1,596	1,461	+9	1,532	1,408	+9	(S)	(S)	(S)
Automotive group.....	2,296	2,097	+9	1,386	1,243	+12	910	854	+7
Passenger car dealers <sup>2</sup> .....	1,126	1,078	+4	(S)	(S)	(S)	(S)	(S)	(S)
Passenger car dealers (franchised).....	1,026	993	+3	864	813	+6	(S)	(S)	(S)
Tire, battery, accessory dealers.....	1,081	961	+12	(S)	(S)	(S)	675	609	+11
Gasoline service stations.....	387	416	-7	377	391	-4	(S)	(S)	(S)

Note: Measure of sampling variability shown on page 21.

S Not shown because of high sampling variability.

<sup>1</sup>Includes lumber yards, building material dealers, paint, plumbing, and electrical stores.

<sup>2</sup>Includes both franchised and nonfranchised car dealers.

**Table 14. Accounts Receivable of Retail Stores of Organizations Operating 11 or More Retail Stores in the United States, by Type of Account and Kind of Business: End of Year 1972**

(Amounts in millions of dollars)

Kind of business	Total			Charge accounts			Installment accounts		
	December 31		Percent change 1971 to 1972	December 31		Percent change 1971 to 1972	December 31		Percent change 1971 to 1972
	1972	1971		1972	1971		1972	1971	
United States, total.....	14,320	13,219	+8	2,044	1,797	+14	12,276	11,422	+7
Durable goods stores.....	1,866	1,778	+5	486	421	+15	1,380	1,357	+2
Nondurable goods stores.....	12,454	11,441	+9	1,558	1,376	+13	10,896	10,065	+8
General merchandise group with nonstores.....	11,345	10,392	+9	936	810	+16	10,409	9,582	+9
General merchandise group without nonstores (except department stores mail order).....	10,939	9,926	+10	849	721	+18	10,090	9,205	+10
Department stores and dry goods, general merchandise stores.....	8,719	7,878	+11	803	694	+16	7,916	7,184	+10
Department stores.....	8,110	7,328	+11	762	660	+15	7,348	6,668	+10
Apparel group.....	652	619	+5	231	196	+18	421	423	0
Furniture and appliance group.....	728	741	-2	43	45	-4	685	696	-2
Tire, battery, accessory dealers.....	679	594	+14	(S)	(S)	(S)	(S)	(S)	(S)

Note: Measures of sampling variability are provided on page 21. Totals include data for kinds of business not shown separately.

S Not shown because of high sampling variability.

## SAMPLE DESIGN AND RELIABILITY OF THE DATA

### Sample Design

Data on purchases and inventories were derived from the 1972 *Annual Retail Trade Survey*, which was essentially based on the probability sample used after July 1971 to produce national monthly estimates of retail sales published in the *Monthly Retail Trade Report*. A detailed description of the monthly sample is shown in the *Monthly Retail Trade Report*. Statistics on annual sales and end-of-year accounts receivable shown in this publication were derived from monthly retail trade data published in the January 1973 *Monthly Retail Trade Report*.

1972 annual sample consists of the following components:

A. Group II organizations, i.e., firms which in the 1967 Census of Business were reported as operating 11 or more retail stores in the United States, are included in the sample regardless of the location in the United States. (NOTE: In the annual survey, Group II organizations were requested to include in their report all retail stores of their subsidiaries, whereas for the monthly survey a sample was selected for separate reporting by subsidiaries assigned separate employer identification (EI) numbers, as described below for Group I firms.)

B. Group I comprises all remaining retailers as indicated below:

1. A list sample is selected from the list of retail employers who make Social Security payments for their employees under the Federal Insurance Contribution Act (FICA).

The list sample is drawn from two sources. The major part of the sample is drawn from the County Business Patterns (CBP) tabulation (a tabulation each year of generally first-quarter payroll reported by FICA taxpayers) using kind-of-business codes derived from the quinquennial economic censuses. New retail employers not included in this tabulation are represented by a sample drawn from the employer births provided by the Social Security Administration. The

basic sampling unit is the Employer Identification (EI) number assigned to each business employer.

Firms selected for the list sample are placed on four rotating panels (except very large businesses which are selected with certainty and are placed on a fixed panel). Rotating panel firms report current and previous month's data three times a year while fixed panel firms report each month. For the Annual Retail Trade Survey, all of the fixed panel firms and firms on two of the four rotating panels were selected to participate.

2. All retailers not on the list described above are represented by business establishments found in a probability sample of land segments. This "area sample" is a two-stage sample. In the first stage a sample of 58 primary sampling units (single counties or small groups of contiguous counties) were drawn with probability proportionate to (population) size. Each selected primary sampling unit was then subdivided into small land segments containing at the time of selection an average of about four retail stores each. A subsample of these land segments was drawn in each PSU at an overall rate of 1 in 1,000 (1 in 2,000 or 1 in 3,000 in the smallest PSU's). About 420 such land segments are included in the sample each month.

All retail establishments in these selected land segments are canvassed. Sufficient information (mainly concerning its EI number) is obtained to determine whether the business has had a chance of selection in the list sample component. If it has no EI number or if its EI number fails to match either the list sample universe or the current FICA mailing list, it is tabulated in the area sample. The area sample thus includes businesses without employees and employers, mainly recent births, not represented in the list sources.

Firms selected for the area sample are placed on 12 rotating panels and report current and previous month data once a year. Firms in two of the twelve panels are selected to participate in the Annual Retail Trade Survey.

### Reliability of the Data

Because the estimates are based on a sample, exact agreement is not expected with the results that would be obtained from a complete census of retail stores in which the same enumeration procedure is used. However, because every retail store in the United States has had a chance of being selected for the sample, and because the probability of selection for each store in the sample is known, it is possible to approximate the sampling variability of the estimates made from the sample.

Approximate measures of the differences which may exist because of sampling for the estimates are shown in tables 15 to 20. Measures of sampling variability for sales-inventory ratios of retail stores have not been computed but, in general, are expected to be less than those for merchandise inventory dollar volume estimates.

The measures of sampling variability are at the one-sigma level. At this level, the chances are two out of three that the amounts estimated in this survey would differ from the results of a complete census using the same enumeration procedure, by less than the percentage shown. Sampling errors shown are also subject to possibly high sampling variability. Although certain data not expressly shown in this publication may be derived by subtraction, they are subject to higher sampling variabilities and should not be used in making comparisons.

Measures of sampling variability shown in this report do not include biases which might arise from differences of response or nonreporting. Nonresponse amounted to about 4 percent for inventories, 5 percent for merchandise purchases, and 9 percent for sales.

Table 15. Estimated Sampling Variability for Sales, Purchases, and Inventory Estimates

Kind of business	Sampling variability (percent)					Kind of business	Sampling variability (percent)				
	Dollar volume estimate			Year-to-year ratio			Dollar volume estimate			Year-to-year ratio	
	Sales	Pur- chases	Inventory (stores and warehouses)	Pur- chases	Inventory (stores and warehouses)		Sales	Pur- chases	Inventory (stores and warehouses)	Pur- chases	Inventory (stores and warehouses)
United States.....	1	1	1	(Z)	1	Furniture and appliance group..	3	3	4	1	3
Durable goods stores...	1	1	1	(Z)	1	Furniture, home furnishings stores.....	3	4	5	1	5
Nondurable goods stores	1	1	1	(Z)	1	Furniture stores.....	3	4	5	2	5
Food group.....	1	1	1	(Z)	1	Household appliance, TV, radio stores.....	5	5	5	2	4
Grocery stores.....	1	1	1	(Z)	1	Household appliance dealers.....	5	7	5	2	6
Eating and drinking places.....	2	2	8	1	8	Building materials, hardware, farm equipment group.....	3	2	2	1	1
General merchandise group with nonstores.....	1	1	1	(Z)	1	Building materials and hardware, total <sup>1</sup> .....	4	3	3	1	1
General merchandise group without nonstores.....	1	1	1	1	1	Lumber and other building materials dealers.....	3	3	3	1	2
Department stores and dry goods, general merchandise stores.....	1	1	2	1	1	Hardware stores.....	5	6	5	2	4
Department stores.....	1	(Z)	(Z)	(Z)	(Z)	Farm equipment.....	(X)	5	4	2	4
Variety stores.....	2	2	2	1	1	Automotive group.....	2	2	2	(Z)	1
Mail order houses (depart- ment store merchandise)...	1	(Z)	(Z)	(Z)	(Z)	Passenger car dealers.....	2	2	2	(Z)	1
Apparel group.....	2	2	3	1	2	Passenger car dealers (franchised).....	2	1	1	(Z)	1
Men's, boys' clothing furnishing stores.....	5	8	7	1	4	Tire, battery, accessory dealers.....	3	5	4	2	3
Women's ready-to-wear stores.	3	3	4	1	2	Gasoline service stations.....	2	4	5	1	5
Shoe stores.....	3	4	5	1	3	Drug and proprietary stores...	2	2	2	1	2
						Liquor stores.....	3	5	5	1	3
						Jewelry stores.....	(X)	5	5	3	4

Note: The estimates of sampling variabilities shown above for sales are based on annual sales published in the Monthly Retail Trade Report for January 1970, while those for purchases are based on 1970 and 1969 annual purchases estimates. Those for inventory are based on December 1969 and 1968 merchandise inventory estimates.

X Not applicable.

Z Sampling variability is less than 0.5 percent.

<sup>1</sup>Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

Symbols used for the estimated sampling variability ranges, tables 16, 17, 18, and 19: A = 0 to 3.5 percent; B = 3.6 to 7.0 percent; C = 7.1 to 10.5 percent.

**Table 16. Estimated Range of Sampling Variability of Sales of All Retail Stores for Geographic Regions, by Kind of Business**

Kind of business	Dollar volume sales estimates			
	Northeast	North Central	South	West
All kinds of business.....	A	A	A	A
Durable goods stores.....	A	A	A	A
Nondurable goods stores.....	A	A	A	A
Food group.....	A	A	A	A
Grocery stores.....	A	A	A	A
Eating and drinking places.....	B	B	B	A
GAP <sup>1</sup> , total.....	A	A	A	A
General merchandise group <sup>2</sup> .....	A	A	A	A
Department stores.....	A	A	A	A
Apparel group.....	A	B	B	B
Furniture and appliance group.....	B	B	A	B
Building materials, hardware, farm equipment group.....	B	B	B	(X)
Automotive group.....	(X)	A	A	(X)
Gasoline service stations.....	A	B	B	B
Drug and proprietary stores.....	B	B	B	B

X Not applicable.

<sup>1</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

<sup>2</sup>Includes nonstores.

**Table 17. Estimated Range of Sampling Variability of Sales for Standard Consolidated Areas and Specified Standard Metropolitan Statistical Areas**

Statistical area	Dollar volume (sales estimates)			Statistical area	Dollar volume (sales estimates)		
	Total	Nondurable	GAP <sup>1</sup>		Total	Nondurable	GAP <sup>1</sup>
<b>STANDARD CONSOLIDATED AREA</b>				<b>STANDARD METROPOLITAN STATISTICAL AREA--Continued</b>			
Chicago, Ill.--Northwestern				Detroit, Mich.....	A	A	A
Indiana.....	A	A	A	Houston, Tex.....	(X)	(X)	A
New York, N.Y.--Northeastern				Kansas City, Mo.-Kans.....	(X)	(X)	A
New Jersey.....	A	A	A	Los Angeles-Long Beach, Calif.	A	A	A
<b>STANDARD METROPOLITAN STATISTICAL AREA</b>				Minneapolis-St. Paul, Minn..	(X)	(X)	A
Baltimore, Md.....	(X)	(X)	B	New York, N.Y.....	A	A	A
Boston, Mass.....	(X)	(X)	B	Philadelphia, Pa.-N.J.....	B	B	B
Chicago, Ill.....	A	A	B	Pittsburgh, Pa.....	B	B	B
Cleveland, Ohio.....	(X)	(X)	A	St. Louis, Mo.-Ill.....	B	C	A
Dallas, Tex.....	(X)	(X)	C	San Francisco-Oakland, Calif.	A	B	B
				Washington, D.C.-Md.-Va.....	A	A	B

X Not applicable.

<sup>1</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

**Table 18. Estimated Range of Sampling Variability of Sales for Geographic Divisions, by Kind of Business**

Kind of business	Dollar volume sales estimates								
	New England	Middle Atlantic	East North Central	West North Central	South Atlantic	East South Central	West South Central	Mountain	Pacific
Total.....	A	A	A	A	A	A	A	A	A
Durable goods stores.....	B	A	A	A	A	(X)	A	(X)	B
Nondurable goods stores.....	A	A	A	A	A	A	A	A	A
Food group.....	B	(X)	A	A	(X)	B	A	B	A
Eating and drinking places.....	(X)	B	B	(X)	B	(X)	(X)	(X)	A
GAP <sup>1</sup> , total.....	A	A	A	A	A	B	A	A	A
General merchandise group <sup>2</sup> .....	(X)	A	A	A	A	B	A	A	A
Apparel group.....	(X)	A	B	(X)	B	(X)	(X)	(X)	(X)
Gasoline service stations.....	C	B	B	B	B	(X)	(X)	(X)	B
Drug and proprietary group.....	(X)	B	A	(X)	B	(X)	(X)	(X)	(X)

X Not applicable.

<sup>1</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department-store types of merchandise.

<sup>2</sup>Includes nonstores.

Table 19. Estimated Range of Sampling Variability of All Retail Stores for Specified Large States

State	Dollar volume sales estimate			State	Dollar volume sales estimate			State	Dollar volume sales estimate		
	Total	Non-durable	GAP <sup>1</sup>		Total	Non-durable	GAP <sup>1</sup>		Total	Non-durable	GAP <sup>1</sup>
California.....	A	A	A	Michigan.....	A	A	(X)	North Carolina.	A	(X)	(X)
Florida.....	A	A	(X)	Minnesota.....	A	(X)	(X)	Ohio.....	A	A	(X)
Illinois.....	A	A	A	Missouri.....	B	(X)	(X)	Pennsylvania...	A	A	A
Indiana.....	A	(X)	(X)	New Jersey...	A	A	(X)	Texas.....	A	A	(X)
Massachusetts..	A	A	(X)	New York.....	A	A	A	Wisconsin.....	B	(X)	(X)

X Not applicable.

<sup>1</sup>Stores in the general merchandise, apparel, and furniture and appliance groups; these are stores specializing in department store types of merchandise.

Table 20. Sampling Variability for Accounts Receivable Estimates of Retail Stores

Kind of business	Sampling variability of dollar volume estimates (percent)					
	All stores			Group 11 stores		
	Total	Charge accounts	Installments	Total	Charge accounts	Installments
Retail stores, total.....	1	1	1	(Z)	1	(Z)
Durable goods stores, total.....	2	2	4	1	3	1
Nondurable goods stores, total.....	1	2	1	1	1	1
Food group.....	6	6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Grocery stores.....	7	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Eating and drinking places.....	6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
General merchandise group with nonstores.....	1	2	1	(Z)	1	1
Department stores and dry goods, general merchandise stores.....	1	2	1	(Z)	1	1
Department stores.....	(Z)	1	(Z)	(Z)	(Z)	(Z)
Mail order (department store merchandise).....	1	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Apparel group.....	6	8	4	2	4	2
Women's ready-to-wear stores.....	3	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Furniture and appliance group.....	4	5	6	1	3	1
Furniture, home furnishing stores.....	6	8	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Furniture stores.....	6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Household appliances, TV, radio stores.....	5	( <sup>1</sup> )	5	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Household appliance dealer.....	5	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Building materials, hardware, farm equipment group.....	5	5	11	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Lumber and other building materials dealers <sup>2</sup> ...	4	4	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Automotive group.....	3	3	6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Passenger car dealers.....	4	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Passenger car dealers (franchised).....	3	2	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Tire, battery, accessory dealers.....	3	( <sup>1</sup> )	3	1	( <sup>1</sup> )	( <sup>1</sup> )
Gasoline service stations.....	5	6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )

Z Sampling variability is less than 0.5 percent.

<sup>(1)</sup> Data not shown in tables 12 and 13 because of high sampling variability.<sup>(2)</sup> Includes lumber yards, building materials dealers; paint, plumbing, and electrical stores.

Note: The estimates of the sampling variabilities are based on accounts receivable estimates published in the Monthly Retail Trade Report for September and October 1968.

Table 21. Sampling Variability for Sales Estimates of Retail Stores, by Cash-Credit Type

(In percent)

Kind of business	Total	Type of sale		
		On cash basis	On credit extended by retail firms	
			Charge account	Installment account
All kinds of business, total.....	1	1	2	1
Durable goods stores, total.....	1	1	1	1
Nondurable goods stores, total.....	1	1	2	2
Food group.....	1	1	5	-
Eating and drinking places.....	2	2	6	-
General merchandise group with nonstores.....	1	1	3	1
Department stores and dry goods, general merchandise stores....	1	2	4	2
Department stores.....	1	1	2	1
Mail order (department store merchandise).....	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Apparel group.....	2	2	3	8
Men's, boys' clothing, furnishing stores.....	5	5	8	15
Women's ready-to-wear stores.....	3	5	3	9
Furniture and appliance group.....	3	4	5	2
Furniture, home furnishings stores.....	3	6	6	5
Furniture stores.....	3	4	5	5
Household appliances, TV, radio stores.....	5	8	9	8
Household appliance dealers.....	5	9	5	6
Building materials, hardware, farm equipment group.....	3	4	4	10
Lumber and other building materials dealers .....	4	8	4	-
Hardware stores.....	5	5	10	9
Automotive group.....	2	2	3	1
Passenger car dealers.....	2	2	3	1
Passenger car dealers (franchised).....	2	2	3	1
Tire, battery, accessory dealers.....	3	6	7	6
Gasoline service stations.....	2	2	4	-
Drug and proprietary stores.....	2	2	7	-

Note: The estimates of the sampling variability shown above for total sales by kind of business were derived from the 1970 sales statistics. Sampling variability shown by type of sale were estimated based upon relationships to total sales as shown in the 1967 Annual Retail Trade Report. These variabilities are believed to be suitable approximations of the sampling variabilities of the 1972 statistics.

<sup>1</sup>Sampling variability is very low because a large part of the estimate is accounted for by Group II firms, which are included on a certainty rather than a sample basis and are therefore not subject to sampling variability.

## Appendix A. Explanation of Terms

### Retail trade

This category includes those establishments primarily engaged in selling merchandise for personal, household, or farm consumption.

Some of the important characteristics of retail trade establishments, as defined for this survey, are: The establishment is a recognizable place of business and is engaged in activities to attract the general public to buy; the establishment buys or receives merchandise as well as sells; the establishment may render services or may engage in processing incidental or subordinate to selling. Not all of these characteristics need be present, and some are modified by trade practice. Excluded from retail trade are peddlers and itinerant vendors without an established place of business. Also excluded are places of business operated by institutions and open only to their own members or personnel, such as school cafeterias, cafeterias operated by industrial plants for their employees, and establishments operated by agencies of the Federal Government on military posts, at hospitals, etc. However, liquor stores operated by States, counties, and municipalities are included.

### Retail stores

Retail stores are defined as separate places of business primarily engaged in selling merchandise at retail, including separate departments in such stores leased to others.

In addition to those kinds of business readily recognizable as retail stores, such as grocery stores and drug stores, the term retail stores also includes eating and drinking places, gasoline service stations, lumber yards, coal yards, mail-order houses, establishments from which direct selling (house-to-house) is conducted, and establishments which sell merchandise through coin-operated vending machines. Stores with annual sales less than \$500 during the year were excluded from the tabulations for this report.

### Sales

Sales include total receipts from customers during the year after deduction of refunds and allowances for merchandise returned by customers. Receipts from repairs and from other services to customers, sales for resale, and sales and excise taxes are included in the sales data.

The sales figures represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and other businesses whose primary activity is other than retail trade.

### Merchandise purchases

Merchandise purchases include the total cost, after deduction of returns and discounts for early payment, of delivered merchandise which was purchased for resale during the year, whether or not payment for the merchandise was made during the year. Merchandise purchases data include cash and credit purchases made at central offices and company warehouses. Also included is the cost of goods in transit where title has passed to the purchaser.

Companies engaged in both manufacturing and retail operations, reported purchases as the cost value of intercompany transfer(s) from their plant(s) or warehouse(s) to their retail store(s). These companies also reported the cost of outside purchases.

Merchandise purchases exclude expenditures for supplies or equipment for company use and not for resale; the cost of raw materials or parts purchased for manufacture into a finished product; goods included in the purchase price of a business.

### Merchandise inventories

Merchandise inventories include stocks of goods (valued at cost) held for sale through retail stores. Merchandise inventories are shown for stores and warehouses combined and stores only. Included are only those warehouses which maintain a supply of merchandise primarily intended for distribution to retail stores within the organization.

Merchandise inventories exclude the value of fixtures, furnishings, equipment, and supplies used in store and warehouse operations and not held for resale. Inventories were reported as of the close of the calendar year, except for some businesses which used a fiscal year rather than the calendar year for accounting purposes. About 26 percent of the retail inventory total refers to a fiscal-year end other than December 31, but this varied by kind of business (varying from

UNITED STATES  
GOVERNMENT PRINTING OFFICE  
DIVISION OF PUBLIC DOCUMENTS  
Washington, D.C. 20402  
OFFICIAL BUSINESS  
FIRST CLASS MAIL

POSTAGE AND  
FEES PAID  
U.S. GOVERNMENT  
PRINTING OFFICE  
375

